

Message Text

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71

ACTION EB-11

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TO SECSTATE WASHDC 612

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EXCON

E.O. 11652: N/A

TAGS: ESTC, COCOM, UR, XH

SUBJECT: IBM COMPUTER SALES TO USSR

REFS: A. USOECD PARIS 12963

B. STATE 91761

1. PARIS MONTHLY LE MONDE DIPLOMATIQUE, IN SEPTEMBER EDITION, CONTAINS LONG ARTICLE SURVEYING PROBLEMS AND PROSPECTS OF EAST-WEST TRADE. ONLY PASSAGE OF DIRECT COCOM AND EXPORT CONTROL INTEREST IS QUOTED BELOW IN TRANSLATION.

2. "THE STRATEGIC EMBARGO BY THE US ON EXPORTS TO COMMUNIST BLOC, ON BASIS OF COCOM REGULATION, HAS BEEN RELAXED FOR SURE, BUT IT STILL EXISTS. FOR EXAMPLE, INTERAGENCY COMMITTEE FOR CONTROL OF EXPORTS CONTINUES TO WATCH VERY CLOSELY SALES OF ELECTRONIC EQUIPMENT TO USSR AS REGARDS THEIR DESTINATION AND VALUE; IT KEEPS AN ESTIMATE OF WORLD SALES OF EQUIPMENT OF THIS TYPE TO USSR AND EXAMINES CASE BY CASE WHETHER DELIVERIES BY AMERICAN FIRMS ARE LIKELY TO EXCEED ANNUAL CEILING FIXED BY IT. AND ALTHOUGH IBM RECEIVED AUTHORIZATION IN JUNE, 1973, TO SELL TO INTOURIST COMPUTER SYSTEM FOR HOTEL RESERVATIONS, DELIVERIES FOR MORE 'STRATEGIC' PURPOSES HAVE BEEN FORBIDDEN TO THE AMERICAN COMPANY." ROGERS

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